ASBESTOS

MARCH, NINETEEN THIRTY-SIX

..ASBESTOS..

A MONTHLY MARKET JOURNAL DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER, *EDITOR*

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Vice Royalty Visits Thetford

His Excellency, the Governor-General of Canada, accompanied by Lady Tweedsmuir, paid an official visit to Thetford Mines on Wednesday, March 4th. They were attended by their son, the Hon. Alastair Buchan; Miss B. Spencer-Smith, Lady-in-Waiting to Her Excellency; Lieut. G. Rivers-Smith, R. N., Aide-de-Camp to His Excellency, and A. S. Redfern, private secretary to His Excellency.

The Vice-Regal party paid visits to institutions in the community, and in the afternoon, Asbestos Corp. Ltd. had the honor of escorting His Excellency and male members of the party, thru the underground works of King Mine.

VICE-REGAL PARTY AND OFFICIALS OF THE ASBESTOS CORPORATION LIMITED

Reading from left to right: J. T. McCallum, Secy-Treas.; George Dick, Engineer; E. L. Rainboth, Supt. King Mine (in rear); the Hon. Alastair Buchan; C. H. McNaughton, Engineer King Mine (in rear); His Excellency, Lord Tweedsmuir; R. W. Steele, President Asbestos Corporation Limited; Lieut. G. Rivers-Smith, Aide-de-Camp; A. S. Redfern, private secretary to His Excellency; S. Bateman, Asst. Mill Supt., King Mine; Geo. F. Jenkins, Supt. Beaver Mine.

Donning overalls, heavy boots and helmets, His Excellency, his son and attendants looked the part of real miners as they went down into the 400 foot level and then into the 500 foot pit. His Excellency showed keen interest in all phases of the work and asked numerous questions. Later they visited the Johnson Mill. The visit of the Vice-Regal party is noteworthy because it is the first occasion on which a Governor-General of Canada has visited Thetford Mines.

Cyprus and General Asbestos Asbestos Company

Acquired by Tunnel Portland Cement Company

The Tunnel Portland Cement Company, of which A. G. Larsen is Chairman, has acquired the assets of the Cyprus and General Asbestos Company, with asbestos mines at Limassol, Cyprus.

The Tunnel Portland Cement Company recently formed the Tunnel Asbestos Company, and the proposed agreement with the Cyprus and General Asbestos Company provides that the last named firm will dispose of all its assets to the Tunnel Asbestos Cement Company upon the condition that its liabilities outstanding as at October 31st, 1935, but not exceeding £96,015, are paid and a sum of £75,000 provided which is estimated to produce the sum of 10s per share to the holders of the 150,000 six per cent Preference shares.

In order that the Ordinary shareholders of the Cyprus Company may continue to have an interest in the future of the undertaking, the Tunnel Portland Cement is prepared to subscribe in cash and distribute free among the holders of the Ordinary shares (other than 11,398 shares held by the trustees of the late Lord Inchcape) three fully paid Deferred shares of 1s each in the new company for every two Ordinary in the Cyprus Company, making approximately 600,000 Deferred shares in all.

Prior to the negotiations which resulted in the agreement the Tunnel Portland Cement Company had decided to manufacture and sell asbestos cement, and, with this in view, had ordered the erection of the necessary new buildings and plant on a site at West Thurrock, (England) adjoining its existing portland cement works. The Tunnel Portland Cement Company will make over to the new concern at cost, estimated at about £80,000, the buildings and plant ordered and in course of erection and will grant the new company a long lease of the site with rights of access, transport, etc., upon favorable terms.

The sale of the Cyprus Asbestos Mines to the Tunnel Asbestos Cement Company was confirmed at the meeting held on February 10th.

New British Fire Testing Station Opened

By Geoffrey Blackall

The erection of the British Fire Offices' Committee's Testing Station at Elstree, near London, opened recently by the Duke of Kent, constitutes an important advance in the science of fire prevention.

The Committee, an association of all the tariff insurance companies, has been for many years actively engaged in dealing with the problem of reducing fire waste, and in its efforts in that direction the new station will prove of great value.

Hitherto the Committee's test work has been confined almost exclusively to fire-detecting and fire-fighting apparatus, but in 1925 it was decided to embark on the testing of "fireproof" building materials. The first step towards the establishment of the new station was taken in 1932. The immense development in building construction in recent years, combined with the growing diversity of building materials had created an urgent need for some scientific method of assessing the fire-resisting properties of the different parts of buildings, such as walls, columns and floors. With this in view a specification of standard tests for different grades of fire resistance had already been prepared by the British Standards Institute, but the application of these tests was then impracticable, there being no facilities for the purpose. In these cirumstances the Fire Offices' Committee undertook to construct the present station, where the standard tests are henceforth to be carried out.

In order to make provision for the testing conditions required by the British Standards Institution, equipment had to be designed for: 1st, the erection of structures to the specified size, and their conditioning; 2nd, the heating of the structure while under load according to a specified 1,000 deg. F., and 2,300 deg. F., and the period of exposure between half an hour and six hours; 3rd, the application under test, in the case of all structures which in service carry a load, of one and a half times the design load;

and 4th, the subjection of certain structures to a water test immediately after the termination of the period of heating.

A bay is provided at one end of the building where structures of the size required may be built into frames in which they will be transported to the testing machines. In an adjacent bay the structures, when built, may be conditioned in conformity with the requirements of the Institution in order that they can be brought to a state approximating to that likely to obtain in a building.

Three gas-fired furnaces are provided, each of a different design, to deal with the three main types of structural elements—a "floor" furnace, a "wall" furnace, and a "column" furnace. The general structure of the furnaces is governed by the principle that elements required to resist fire from one direction only shall be tested accordingly. Floors, walls, and similar structures come within this category, and the floor and wall furnaces will, therefore, apply heat to one surface of the specimen only. In the case of the former the specimen is laid horizontally on the furnace, and in the case of the wall furnace the specimen is placed vertically in front of the furnace. The wall furnace will also be used for the testing of "fireproof" doors and shutters.

Columns are elements which would normally be exposed to fire from more than one direction, and, to provide for the appropriate heating test, the column furnace is constructed in two halves which, when brought together, encircle the specimen.

The British Standards Specification provides that two sets of temperatures must be taken during the test, the temperature of the heated surface of the specimen and the temperature of the unexposed surface. In heating the exposed surface a definite time-temperature curve has to be followed. This calls for very accurate sectional furnace control since it is necessary that at any point on the curve the temperature should be uniform over the whole of the specimen. Fulfilment of this requirement has involved first, the arrangement of the burners in batteries and the regulation of the gas-air mixture separately for each battery; secondly, the installation of instruments to record the temperature at

a number of points in the furnace.

The temperature-recording apparatus consists of thermocouples connected to instruments not unlike the familiar barograph. A line indicating the rise in temperature is traced on a moving sheet which also bears the time-temperature curve to be followed. In the wall furnace, for example, there are six thermo-couples operating on a six-point recording instrument and any departure from the standard curve at any one of those points is at once apparent and can be corrected thru the independent burner-battery control.

The load required by the Standards Institution of one and one-half times the design load, must be applied at the commencement of the test and maintained thruout the period of heating and during the application of water.

In the case of floor specimens, which are tested horizontally, the load is applied by the simple method of placing on the top of the specimen cast iron weights up to the total load required. The same method could not, however, be used in the case of the vertical elements of structure, such as walls and columns and special machinery for loading the element by compression had to be built. As the maximum load figure for testing purposes is of the order of 500 tons and may have to be accurately maintained for six hours, it will be apparent the machinery has to be of a remarkably high quality. It consists of:

1st: Two specially constructed testing machines within which the specimens can be placed for compression. The top members of the machines are anchored, the bottom members moving between guides.

2nd: Sets of rams operated by oil under a maximum pressure of 4,500 pounds per sq. in., thru which the requisite pressure can be applied to the moveable member referred to above.

3rd: A pump supplying oil under pressure to the rams.

4th: A dynamometer measuring the pressure of the oil and thereby indicating the load which is applied to the structure.

Two pairs of rams have been provided, one pair capable of exerting a force of 500 tons, the other of 150 tons. Only one pair will be utilized at a time, the object in pro-

viding the smaller rams being to offer finer gradations at lower pressures than could be obtained with the larger onces.

The dynamometer thru which the load on the specimen is measured has two dials, one recording up to 500 tons and the other up to 150 tons, to correspond with the use of the heavier and lighter rams. The former dial provides 500 divisions of one ton, the latter 600 divisions of one-fourth ton.

Immediately the period of heating has terminated water must be applied to the heated surface of a specimen while it is still under load. In the case of the floor furnace, the specimen, subject to the dead load applied by the weights, is removed by the crane to the side of the furnace where water is applied. A similar method of withdrawing the specimen could not be utilized in the case of the wall and column furnaces owing to the impracticability of moving the specimen and at the same time maintaining the applied load, and provision was therefore made for moving the furnace from the specimens. For this purpose the wall furnace and each half of the column furnace have been built on wheeled trucks, electrically driven, running on rails laid in the concrete floor of the building.

The problem of transporting heavy structures with steadiness and precision from one part of the station to another has been met by the provision of an electric overhead gantry crane, with a design load of 30 tons, capable of movement along the whole length of, and across, the building.

A room has been built out from the front of the building over the entrance, from which the whole floor of the test building can be surveyed. Here has been centralized all the many separate controls governing every operation and these, together with all the recording instruments, have, with one or two exceptions, been brought together on one instrument board.

The writer, who was privileged to attend the inaugural of the station, observed that asbestos was used at various points where deemed necessary, but that the material had not been put to any really novel use in the construction of the buildings. It is intended to conduct thoro tests on a

number of asbestos building materials at the station and the result may well be that the use of such products will be greatly stimulated. These tests will provide authentic information as to the fire-resisting properties of each material examined, and it may be expected that asbestos products will have no fear of comparison with other materials.

United States Gypsum Company

Acquires Properties of National Asbestos Mfg. Company

The United States Gypsum Company of Chicago, Ill., announces that it has acquired the properties of the National Asbestos Manufacturing Company at Jersey City, N. J.

The properties will be operated as The National Asbestos Manufacturing Division of the United States Gypsum Company. The complete line of Asbestos Products manufactured by National Asbestos Manufacturing Company has earned a favorable reputation for quality—to that quality will now be added the technical research and laboratory control in effect at other plants owned by the United States Gypsum Company.

Correspondence concerning the products of the National Asbestos Manufacturing Division may be addressed to any U. S. Gypsum office or to the Jersey City Office as in the past.

Air Hygiene Foundation of America, Inc., have recently published Information Circular No. 1—Purposes and Regulations of Air Hygiene Foundation of America, Inc.

A copy of this can be obtained by addressing the Foundation at its headquarters at Thackeray Ave. & O'Hara St., Pittsburg, Pa.

Asbestos and Silica Combinations in Building

By R. L. Fine

Solutions of silica play an important part in the assembling of materials intended for construction work. A number of these materials are, naturally, made up of some form of asbestos. Because of the speed element so essential in the modern scheme of things, alkaline silicates are freely used in composing ready to use materials, a few of which are herewith described.

Wall board finds ready use in both residential and industrial buildings. One such wallboard consists of multiple layers of corrugated asbestos paper between flat sheets with wire mesh and a net of cords, adhesively attached to the surface as an anchorage for plaster, the asbestos paper being stuck together with silicate. Another form comprises asbestos paper attached to balsa wood with silicate used as the attaching agent, the advantages being obvious.

As asbestos engineers are aware, silicate adhesives, because of their mineral character and resistance to high temperatures, are extensively used in connection with asbestos where viscosity control to precisely regulate the depth of penetration into a porous material is essential, asbestos air cell pipe covering being a prime example of this method. By saturating with a thin silicate solution, stiff, fireproof boards may be made from porous asbestos paper, the solution being thin enough to penetrate.

Cements based on silicate of soda in the compounds are numerous, most of them being well known. In a paper covering this subject recently James G. Vail (of the Philadelphia Quartz Company) revealed a new type of silicate cement popular in foreign countries and based on one of Lefebures's patents. A heavy plastic mass of concentrated silicate and powdered mineral matter is composed in such form that it may be worked on a roll mill. Attractive marbled effects are securable by massing many colors and incorporating them in the compound. The

sheeted silicate plastic is then laid on asbestos cement board, the surface of which is prepared by coating with a joining composition made with a silicate solution. The whole is then heated in a platen press to a temperature below 350° F., the resulting slabs being suitable for walls, floors and even exterior decoration of buildings. Asbestos cement boards may involve the use of soluble silicate as a flocculating medium which brings the rate of sedimentation into control.

Another use for asbestos cement board is that in connection with fresco painting accomplished with a silicate vehicle, a popular method of decoration widely employed in European countries. Using the asbestos cement board as a base, such painting is generally accomplished with potassium silicate due to the latter's smaller tendency to change upon air exposure, altho it is impossible to secure good results with sodium silicate. Since no color is introduced by the vehicle, the painted surfaces give exceptionally pure color tones heightened by the asbestos cement board base.

Brazilian Imports

A report given in the February 10th issue of "Foreign Metals and Minerals" a publication issued monthly by the U. S. Bureau of Foreign and Domestic Commerce, states that there is only a small market in Brazil for raw and prepared asbestos.

In 1934 imports amounted to 38,000 kilos (about 42 short tons) valued at 122 contos, compared with about the same quantity in 1933. Imports for the first 9 months of 1935 amounted to 20,000 kilos (about 22 tons) valued at 55 contos. The United States is said to be the chief supplier, followed by Germany, Great Britain, Belgium and France.

On January 7, 1935, a conto equalled approximately $55 at the free market rate of exchange, and $80 at the official rate.

Substitution

The article on the mining of sulphur and the manufacture of sulphuric acid, which was published in our February issue, mentions the use of platinized asbestos as a catalyst.

One of our readers[1] tells us that while platinized asbestos was at one time used in this capacity, recently it has been widely supplanted by vanadium, or one of its salts, made up in a patented form and furnished in tablets about the size of a common aspirin tablet or ground up to a shape and size resembling hamburg steak.

Our informant states that vanadium is more active than the platinized asbestos and does not bed down, allowing a better flow of gases, less resistance and consequently less blower pressure with a consequent saving in current consumption. Another advantage of a vanadium type catalyst is that it will have a six to seven year life of activity as against two or three years of platinized asbestos.

This is very interesting, but of course it is not very encouraging to the asbestos industry.

The substitution of other materials for asbestos is one of the things that keeps the asbestos research man alert every instant, not only to devise something which will check the substitution but also to find new uses for asbestos to replace those in which other materials have been found more advantageous.

There are, of course many places where substitution is made simply because the substitutes are less expensive than asbestos—that sort of substitution is not hard to combat, as often while the substitute appears to be cheaper it is possible to demonstrate that in the long run asbestos shows decided less cost, or gives better service.

But where the substitute is found to be actually better than asbestos for any particular purpose, either as to quality, longer life, or better results, that's when the real trouble begins.

How can we best overcome the substitution of other materials for asbestos?

[1]J. D. Rohrer, Chief Chemist, U. S. Asbestos Division, to whom full credit is given for the information supplied.

ASBESTOS
MARKET CONDITIONS

General Business.

The greatest factor in the retarding of general business during the past month has been the severe weather experienced over a great part of the United States.

While the unusual cold has helped merchants clean up their stocks of Winter goods, coal production has risen to the highest figure in six years, and some other lines have been stimulated, the general effect was quite the reverse.

A few quotations from the National City Bank letter show this better than we ourselves can express it: "Snow and ice have hampered transportation and movement of merchandise and miscellaneous freight has fallen behind last year. Preparations for spring business have been slowed down."

"The greatest of the unfavorable effects of the weather has been upon automobile deliveries. Naturally, with highways in bad condition, automobile sales have fallen off, 'driveaways' from the assembly plants have at times been suspended, and production has been curtailed to the lowest level since the opening of the new season on November 1." The letter goes on to say:

"Since they are chiefly due to the weather, the evidences of backwardness in business have had no appreciable effect upon sentiment. It is recognized that sales lost from this cause are usually recovered."

And "The steel industry has turned in an encouraging performance, with operations climbing to around 54 per cent of capacity, against an average of 51 in January. The notable fact is that the rise occurred despite the falling off in automobile orders, which, for a long time, have given steel mills their chief support.

Asbestos. Raw Material.

Both January and February of this year are showing marked increased demand for raw asbestos as compared to last year. All producers of asbestos are showing increased sales, altho production is not exceeding present demand. Prices are firm.

The Ruberoid Co., who have purchased the Vermont Asbestos Company, will no doubt increase the output of American asbestos. Should this increase ultimately be double the present production of Vermont asbestos, the United States alone will readily absorb such increased tonnage.

The demand for asbestos products for consumption in the United States is constantly showing a decided increase. There are more asbestos products being used in small home construction in this country for each thousand dollars spent for new buildings than ever before in our history.

With all producing of raw asbestos in the hands of strong companies, which is the case at the present time, there can be no downward trend in price.

Asbestos. Manufactured Goods.

Textiles. Prices are again out of line with costs reflecting the great excess of productive capacity. The pending Ellenbogen Bill, which is a little N. R. A. for the entire textile industry may, if passed, and held constitutional, correct what is now and will continue to be a distressing situation. Demand is reasonably good but a long way from being enough to keep the wheels turning at a profitable rate.

Brake Lining. While the weather has undoubtedly retarded the sale of automobiles, and has probably also had a bad effect on replacement sales of brake lining and other parts, the first sign of spring and good weather will undoubtedly cause a great improvement in sales of both new and old cars and many persons will find a lot of things wrong with their cars after the period of severe winter driving. Also car owners will be eager to get on the road again for pure pleasure, this latter type of driving having dropped off considerably during the past six weeks or more. Undoubtedly the brake lining industry can afford to be optimistic about spring and summer business.

Insulation. High Pressure. Demand has temporarily improved, regardless of no great advance in general building. Prices are firm.

Insulation. Low Pressure. Demand in this line at present is light with prices firm.

Paper and Millboard. We find fair demand in this market at the present time, and prices steady.

Asbestos Cement Products. Sales of asbestos-cement shingles have been considerably slowed up by the severe winter weather but even with this handicap, continue to compare favorably with the early part of 1935. The prospects are excellent for still further increases in sales volume, particularly of siding shingles, and market conditions are steady, with every indication that the distributing trade as well as the manufacturer will have an excellent opportunity to enjoy profit as well as volume during the coming year.

Prospects are also improving steadily for the sale of the industrial products such as flat and corrugated asbestos-cement sheets.

The above are the opinions of men in the industry closely in touch with field conditions in the various lines.

Cutting Highway Costs

By F. R. Cozzens

Twenty per cent of the average taxpayer's dollar goes for the construction and maintenance of streets and highways. Of this amount an estimated twelve per cent is spent for labor, leaving a marginal eight per cent for the purchase of materials and equipment.

To obtain the required road-mileage under a set appropriation, materials for construction must be of the highest quality, and even of greater importance is the speed and efficiency by which such materials are utilized on the job. To the latter end of the enterprize goes the bulk of the credit for holding down highway costs in both urban and rural districts, and a major factor in cost-control has been the introduction of modern asbestos products.

In the construction of concrete highways, streets, curbing, etc., a prime essential is tar, or one of the several combinations of tar and asphalt known as black-coat.

For best results, black-coat must be utilized at a temperature of 120 degrees, and slight variation from that point is often sufficient to ruin a costly job. To formulate the product locally requires from three to six additional laborers, and necessary heating equipment adds from $100 to $300 per mile to construction costs.

Modern contractors have eliminated this expense entirely by hauling black-coat from a centralized heating-plant in insulated drums. A typical case was the building of an inter-county highway in central Ohio, where one heating plant served six working crews over a radius of one hundred miles. Hot black-coat was transported by trucks in steel drums of 250 gallon capacity, each drum being covered with heavy-grade asbestos boiler wrapper. In practically every instance the product arrived in good condition and the projects were completed in record time. On a similar job, adverse weather threatened delay. The contractor, however, met the occasion by placing a mat made of double ply asbestos composition roofing over his rubber curing sheets, and the controlled temperature rendered the concrete suitable for traffic on the scheduled date. Needless to say, these modern road-builders insist upon asbestos gaskets, rings and packings for water and air pumps where high temperatures render ordinary materials worthless.

In the construction of less expensive roads, asbestos plays an even more important part, due to the fact that equipment is meagre and labor is often less skilled. The modern contractor meets the situation by providing mats for controlling road-bed moisture, boxes lined with asbestos building paper for storing explosives, and asbestos fibre for the wrapping of blasting caps. Torches, made of asbestos yarns and dipped in kerosene make temporary fires for the worker's comfort, asbestos gloves prevent burns from hot tar, etc., and cabins built of asbestos insulation board provide shelter in inclement weather. These and similar features combined with standard materials are lifting road building to a higher plane, and in practically every case there is a marked saving in cash, labor and time.

Little Lessons In Selling

HOW SALESMEN RELAX

By John T. Bartlett

Productive selling calls for the daily discharge of a huge amount of nervous energy. The baseball player turning in a great game; the actor whose performance wins a tumultuous ovation; the political orator who arouses his audience to a frenzy of approval—all these are kin of the salesman consummating not an occasional sale, but sales every day. And for the sales made, there are other splendid efforts which are not successful.

I have heard a first rate salesman described as a one hundred yard man running not one, but fifteen to thirty, races a day. One would almost say that superhuman strength was required. Actually, how is the thing done?

The successful salesman learns the trick of controlled relaxation. Between interviews, he "lets go," mentally. Nerves and muscles are no longer tense. The salesman stops thinking of the interview behind him. There is at least a brief period when all thought of selling is out of his mind.

His body "loosens up." A brain which has been operating at high speed goes into low gear.

There comes to mind one salesman friend who, sitting in his car for a scant five minutes, can throw off the accumulated fatigue of a difficult interview, and fit himself to meet a new prospect with every faculty alert.

Those salesman who go on year after year turning in big totals have learned, too, how to face a sales interview without becoming acutely tense. For one thing, the situation is far more familiar to them, than to their prospect. Objections which are brought up are almost all old objections. Obstacles in human nature are old ones.

The salesman, accordingly, is not one whit less alert, but there is a measure of relaxation out of which actually comes the greatest selling skill.

The technique of relaxation has recently been interestingly explained in a little book, "You Must Relax," written by Dr. Edmund Jacobson. Salesmen can read this with much benefit.

ASBESTOS

Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines)

	December 1935 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	358.20	£6,915	12	..
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	2,905.58	48,840	16	1
Victoria District				
D. S. O. (Mashaba Rhodesian Asb. Co. Ltd.)	95.00	1,180	..	..
Gath's & King (Rho. & Gen. Asb. Corp. Ltd.)	601.50	7,799	9	..
	3,960.28	£64,735	17	1
December 1934	*2,983.67*	*£37,295*	*17*	*6*

SUMMARY FOR THE YEAR—RHODESIA (Tons—2000 lbs.)

	Year 1934 Tons	Year 1935 Tons		Year 1934 Tons	Year 1935 Tons
January	2,520.15	3,191.13	July	2,993.94	3,852.83
February	2,328.47	3,122.53	August	3,349.73	3,896.15
March	2,543.07	3,689.50	September	3,098.88	3,822.10
April	2,263.93	2,444.85	October	1,894.52	4,052.70
May	2,725.57	2,883.85	November	2,096.35	3,992.25
June	2,415.23	3,689.45	December	2,983.67	3,960.28
				31,213.51	42,597.62

Total Value for the year: 1934 — £402,745
1935 — £646,656

Africa (Union of South)

(Statistics published by Dept. of Mines & Industries of U. of S. A.)

	December 1934 Tons (2000 lbs.)	Value	December 1935 Tons (2000 lbs.)	Value
Transvaal				
Amosite	457.00	£4,623	460.07	£4,396
Blue	....	....	52.29	714
Chrysotile	1,088.30	10,486	1,165.62	10,021
Cape				
Blue	259.20	4,348	222.30	4,037
	1,804.50	£19,457	1,900.28	£19,168

CONTRACTORS AND DISTRIBUTORS PAGE

BUILDING

Construction continues to be undertaken in a volume substantially in excess of the level of last year. For January a total of $204,792,800 was reported by F. W. Dodge Corporation for construction undertakings of all types in the 37 states east of the Rocky Mountains. This compares with only $99,773,900 for January, 1935 but represented a decline of about 22 per cent from the total of $264,136,500 reported during December, 1935.

Improvement over January, 1935 totals was recorded in each of the 13 major geographic areas east of the Rockies without exception. The largest relative gains were registered in the Middle Atlantic states, the Chicago territory and Southern Michigan.

For residential building alone the Dodge organization reported a January, 1936 total of $37,439,500 as against only $22,410,200 for January, 1935 and $45,140,100 for December, 1935. Gains in residential building over reported totals of a year earlier were shown in each major geographic district, except the Southeast.

For non-residential building the January total for the 37 eastern states amounted to $90,479,800; this was almost three times the total of $32,958,400 shown for January, 1935 but was considerably below the December figure. The January, 1936 volume of heavy public works and utilities construction amounted to $76,873,500 and contracts with only $44,405,300 for January, 1935 and $94,490,400 for December, 1935.

OUR LIMITATIONS

There are no dull days, dull lives, or dull times. There are only dull men. There is not a single task in the world, however humble, but that has a color and an inspiration entirely its own.

There are no handicaps. There are no limited opportunities. There are only the limitations with which we narrow our vision and destroy our dreams.

There is no hard luck. There is only our admission that what has happened to us is so hard that we are too soft to rise against it.

There are no heroes or cowards. The hero is the one who has accepted his fears but gone on. The coward has accepted his fears but turned back.

For life is never so bad at its worst that it is impossible to live on; it is never so good at its best that it is easy to live.

—*Selected.*

ASBESTOS

IMPORTS AND EXPORTS

Imports into U. S. A.

(Figures published by U. S. Dept. of Commerce)

Unmanufactured Asbestos.

	December 1934 Tons (2240 lbs.)	December 1935 Tons (2240 lbs.)
Africa (Br. S.)	45	224
Canada	8,101	14,181
Cyprus, Malta and Gozo	.....	343
Finland	.....	10
Italy	118	67
Soviet Union (Russia)	.....	274
United Kingdom	.....	1
	8,264	15,100
Value	*$238,841*	*$561,104*
Tabulation of Crudes:		
Africa (Br. S.) Crude	45	224
Canada (Crude)	70	158
Soviet Union (Crude)	....	4
United Kingdom (Crude)	....	1
Italy (Crude)	1	..
Canada (Mill Fibre)	2,605	5,944
Soviet Union (Mill Fibre)	.....	270
Canada (Lower Grades)	5,426	8,079
Cyprus, Malta & Gozo (Lower Grades)	.....	343
Finland (Lower Grades)	.....	10
Italy (Lower Grades)	117	67
	8,264	15,100

Manufactured Asbestos Goods:

	December 1934 Value	December 1935 Value
Austria	$1,434	$ 722
Belgium	.....	1,022
Canada	76	45
France	.....	339
Germany	.....	385
United Kingdom	2,566	4,575
	$4,076	$7,088

Exports from U. S. A.

Exports of unmanufactured asbestos during December 1935 amounted to 81 tons, valued at $6,015; compared with 99 tons, valued at $7,174 in December 1934.

Exports of Manufactured Asbestos Goods:

	December 1934		December 1935	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	104,218	$9,263	69,339	$5,807
Pipe Covering and Cement	143,092	11,531	146,521	6,464
Textiles, Yarn and Packing	104,824	45,950	119,674	59,991
Brake Lining—				
Molded and Semi-molded	.....	44,807	.....	43,843
Not Molded	118,712[1]	17,780	148,187[1]	20,527
Magnesia and Mfrs. of	219,628	12,638	217,115	15,532
Asbestos Roofing	270[2]	1,369	3,522[2]	16,181
Other Manufactures	108,605	13,612	65,048	9,842

[1] Lin. Ft. [2] Sqs.

Exports of Raw Asbestos from Canada.

(Figures published by Dominion Bureau of Statistics)

	January 1935		January 1936	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	48	$3,784	200	$10,550
United States	4,211	224,816	4,498	242,825
British India	.....	.....	20	1,000
Australia	120	6,000	280	13,950
Belgium	.....	.....	300	14,408
France	.....	.....	701	51,758
Germany	90	5,673	1,161	115,874
Italy	55	5,500	.....	.....
Japan	1,218	64,960	1,096	53,032
Netherlands	55	4,950	.....	.....
Spain	22	715	.....	.....
	5,819	$316,398	8,256	$503,397
Sand and Waste—				
United States	5,140	78,817	5,683	89,072
Belgium	.....	.....	295	5,001
Cuba	.....	.....	30	297
France	.....	.....	150	2,880
Germany	99	2,178	90	1,980
Japan	10	220	....	.....
Poland	....	.....	30	594
Sweden	....	.....	33	484
	5,249	$81,215	6,311	$100,308
	11,068	$397,613	14,567	$603,705

Correction: On page 31 of February 1936 "ASBESTOS" the first line given under "Sand and Waste" should have read "United Kingdom."

ASBESTOS

Imports and Exports by England.

Imports of Raw Material:

	January 1935 Tons (2240 lbs.)	Value	January 1936 Tons (2240 lbs.)	Value
Africa (Rhodesia)	687	£16,204	710	£11,957
Africa (Union of South)	808	11,280	876	12,729
Australia	....	.....	21	309
Austria	10	69	.....	.....
Canada	25	414	178	2,540
Cyprus	52	761	26	120
Finland	15	100	12	78
France	....	.....	6	40
Soviet Union (Russia)	33	1,103	..	3,587
U. S. of America	27	394	..	.....
Venezuela	....	.....	5	140
	1,657	£30,325	1,834	£31,500

Exports of Asbestos Manufactures:

	January 1935 Cwts.	Value	January 1936 Cwts.	Value
To Irish Free State	2,198	£2,329	2,834	£2,261
To British India	2,644	7,022	3,624	7,850
To Australia	983	6,136	1,540	5,460
To Other British Countries	8,199	15,873	19,526	20,476
To Netherlands	1,008	3,052	1,741	4,725
To Belgium	840	3,455	594	3,047
To France	564	3,013	696	2,835
To Italy	345	2,727	14	204
To Other Foreign Countries	10,304	32,896	8,065	25,015
	27,085	£76,503	38,634	£71,873

Exports Raw Asbestos from U. S. S. R.

For the first ten months of 1935 (January to November inclusive) exports from U. S. S. R. amounted to 22,153 metric tons (24,419 short tons).

These were distributed as follows:

To Europe 17,500 metric tons (19,290 short tons)
U. S. A. 2,526 metric tons (2,784 short tons)
Japan 2,127 metric tons (2,344 short tons)

Dividing by grades we find that there were 58 short tons of Crude (grade AA consisting of fibre not less than 3/4" in length); 24,229 short tons of Mill Fibre and 132 short tons of shorts and waste.

These figures are supplied by Soyuspromexport (U. S. S. R. Industrial Export Corporation).

ASBESTOS

SUMMARY FOR THE YEAR — U. S. A.

Imports into U. S. A.

Unmanufactured Asbestos.

	Year 1934 Tons (2240 lbs.)	Year 1935 Tons (2240 lbs.)
Africa (Br. S.)	1,621	1,920
Africa (Egypt)	89	.....
Canada	100,946	137,711
Cyprus, Malta, Gozo	2,107	4,134
Finland	92	10
Germany	....	1,317
Italy	265	487
Russia	2,319	2,981
United Kingdom	22	349
	107,461	148,909
Value	*$3,278,003*	*$5,123,851*

Unmanufactured—By Grades.

	Tons (2240 lbs.)	Tons (2240 lbs.)
Africa (Br. S.)		
Crude	1,621	1,920
Africa (Egypt)		
Lower Grades	89	.....
Canada		
Crude	976	1,382
Mill Fibre	37,464	52,218
Lower Grades	62,506	84,111
Cyprus, Malta and Gozo		
Lower Grades	2,199	4,134
Finland		
Lower Grades	34	10
Germany		
Mill Fibre	....	1,317
Italy		
Crude	12	70
Mill Fibre	....	.....
Lower Grades	220	417
Russia		
Crude	587	16
Mill Fibre	.....	2,803
Lower Grades	1,731	162
United Kingdom		
Crude	22	181
Mill Fibre	....	.....
Lower Grades	....	168
	107,461	148,909

SUMMARY FOR THE YEAR — U. S. A. (Contd.)

Manufactured Asbestos.

	Year 1934 Value	Year 1935 Value
Austria	$4,030	$9,415
Belgium	8,572	6,128
Canada	2,540	264
Czecho-Slovakia	44	196
France	....	339
Germany	14,141	5,613
Hungary	136	.....
Italy	445	2,443
Japan	36	7
United Kingdom	31,999	52,506
	$61,943	$76,911

Exports from U. S. A.

Exports of unmanufactured Asbestos during the year 1935 amounted to 759 tons, valued at $87,896; compared with 1,490 tons valued at $94,182 during 1934.

	Year 1934 Pounds	Year 1934 Value	Year 1935 Pounds	Year 1935 Value
Paper, Mlbd. and Rlbd.	1,203,584	$96,154	1,535,162	$130,578
Pipe Covering and Cement	2,779,012	126,929	2,485,957	143,551
Textiles, Yarn and Pkg.	1,239,020	593,886	1,432,786	657,092
Brake Lining—				
Molded & Semi-molded	.....	607,193	.....	651,338
Not Molded	1,641,333[1]	255,018	1,426,520[1]	231,381
Magnesia and Mfrs. of	2,553,727	241,410	1,844,077	146,068
Asbestos Roofing	26,457[2]	75,254	31,441[2]	106,942
Other Manufactures	1,598,112	146,670	1,842,758	190,208

[1] Lin. Ft. [2] Sqs.

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	February 1936 Low	High	Last
Asbestos Corpn. (Com.) New.V. T.	np	–	21½	24	22½
Certainteed (Com.)	np	–	14⅜	16⅜	14¾
Certainteed (Pfd.)	100	7	79	90½	87¾
Johns-Manville (Com.)	np	–	111½	129	122
Johns-Manville (Pfd.)	100	7	121½	126¼	125½
Raybestos-Manhattan (Com.)	np	1.00	29¼	33	30¾
Ruberoid (Com.)	np	1	103	117⅝	109⅛
Thermoid (Com.)	np	–	8¾	10⅞	10⅜
Thermoid (Pfd.)	100	7	58½	67	66

NEWS OF THE INDUSTRY

Birthdays. The birthdays of executives in the Asbestos Industry which occur during the next thirty days are:

G. C. Hall, Secretary, National Asbestos Mfg. Co., Jersey City, N. J., March 17th.

Herbert E. Sunbury, Vice President, Allbestos Corporation, Philadelphia, Pa., March 21st.

Lyndon E. Adams, President, Anchor Packing Co., Philadelphia, Pa., March 21st.

Glendon A. Richards, President, Richards Mfg. Co., Grand Rapids, Mich., April 1st.

George Kanzler, President, Smith & Kanzler, Elizabeth, N. J., April 4th.

Our congratulations and best wishes are extended to those gentlemen.

The Ruberoid Co., as part of a general program of plant extension which has involved expenditures of approximately $1,000,000 in the past two years, has started construction of an extension to its plant at Mobile, Ala., which will cost more than $200,000. Completion of this Mobile plant extension is expected by July 1st. The enlarged plant, occupying about four acres, will provide employment for approximately 150 men, or about double the present force. In the meantime, construction work will provide employment for between 75 and 100 men.

The new units of the Mobile plant will be devoted largely to the manufacture of asbestos-cement shingles and house sidings, the present plant having been engaged for years in the production of asphalt roofing, shingles, and other building products.

The $1,000,000 already spent in the company's current program of plant development has been for major extensions and improvements in its plants at Bound Brook, N. J., St. Louis, Mo., Joliet, Ill., and Erie, Pa., and for minor improvements at its Baltimore and Millis, Mass., plants.

The improvements at Mobile will put the plant there in position to serve the trade thruout the South with the Company's complete line of more than 100 building products, asbestos and asbestos cement as well as asphalt, with rapid deliveries and at advantageous freight rates.

United States Asbestos Division of Raybestos-Manhattan, Inc., recently issued and copyrighted the Grey-Rock Commercial Transportation Recommendation Guide and Service Manual. This brake manual has been requested by thousands of Fleet Maintenance Managers and has been supplied on request to several of the largest libraries in the United States for permanent additions to their Technical Departments. Trade and Vocational Schools have also found the Manual an instructive addition to their courses on Brake Maintenance, the Grey-Rock Merchandising Department states.

ASBESTOS

Johns-Manville Corporation. Annual report of the Johns-Manville Corporation for the year ending December 31, 1935, has been issued as of February 27, 1936. The Consolidated Balance Sheet shows that not including loans of $1,400,000 to Johns-Manville Credit Corporation, total of all Current Assets above all Liabilities amounted to $10,997,560, a decrease of $31,221 for the year.

During the year dividends to the amount of $7.00 per share were paid on the preferred stock, and 50c per share on the Common Stock. In addition, dividends of $1.75 per share on the Preferred Stock were declared, payable January 1, 1936 to holders of record December 17, 1935 and dividends of 50c per share on the Common Stock were declared, payable January 15, 1936 to holders of record December 24, 1935.

Consolidated Income Account, comparing the years 1935 with 1934, follows:

	Year ended Dec. 31, 1935	Year ended Dec. 31, 1934
Sales, net of returns and allowances	$34,646,853.60	$27,300,247.59
Less, mfg. cost, selling and administrative expenses, etc.	30,187,276.30	24,664,108.43
Net income before depreciation, depletion and obsolescence, income taxes and foreign exchange fluctuation	$ 4,459,577.30	$ 2,636,139.16
Deduct:		
Depreciation	$ 1,273,256.02	1,266,656.94
Depletion and obsolescence of mineral properties	567,390.79	512,896.13
Provision for income taxes	467,360.23	163,075.01
	$ 2,308,007.04	$ 1,942,628.08
Net income before foreign exchange fluctuation	2,151,570.26	693,511.08
Gain due to foreign exchange fluctuation	13,287.75	56,291.43
Net income	$ 2,164,858.01	$ 749,802.51

Raybestos-Manhattan, Inc., earned Net Income of $1,374,423.34 in 1935, equivalent to $2.16 per share, comparing with Net Income of $750,891.59 or $1.17 per share, during the year prior.

The Balance Sheet at December 31, 1935 revealed total Assets amounting to $17,406,231.87, including $8,403,046.94 of Current Assets. The Company has no banking or funded debt, or other capital obligations. The book value of its 635,200 shares of stock outstanding, after deducting the 40,812 shares held in the treasury, was $24.12 per share. The Net Current Assets represented $11.28 per share, of which Cash and Marketable Securities amounted to $3.52 per share.

The Directors declared a quarterly dividend of 37½c per share, payable March 14, 1936, to stockholders of record at the close of business February 28, 1936.

Tunnel Portland Cement Co. The continued activity of the British building industry and the development plans of Tunnel

Portland Cement Company, whose subsidiary, Tunnel Asbestos Cement, Ltd., has absorbed the Cyprus and General Asbestos undertaking, led the London stock market to expect good results from the parent concern. The expectation has now been fulfilled by the announcement of a final dividend of 10 per cent on the ordinary shares. This makes 20 per cent for the year, against 18 per cent last year.

Bay Cities Asbestos Company, Oakland, Calif., has moved to new and larger quarters at 5th Avenue and E. 12th Street. They were formerly located at 188 Tenth Street.

N. V. Martiniet, Amsterdam, Netherlands, thru an affiliated company, is establishing at Goor, a small town in Overijsel, Netherlands, a factory for the manufacture of gas and water conduit tubes (or pipes) made of asbestos-cement. The plant is expected to begin production in the fall of 1936. This information is taken from Minerals Circular No. 1 published by the U. S. Dept. of Commerce, Metals and Minerals Division.

PATENTS

Saturating Machine. No. 2,022,687. Granted on December 3 to Izador J. Novak, Bridgeport, Conn., assignor to Raybestos-Manhattan, Inc., Bridgeport, Conn. Application October 30, 1933. Serial No. 695,756.

A method of making a fibrous structure impregnated with a modifying material as a continuous operation, which comprises forming a fibrous web from pulp in aqueous suspension upon a continuous, foraminated surface and immersing said web while still supported by said surface and prior to stripping therefrom by passing same thru a permeating bath, containing selected modifying material in an aqueous vehicle to cause said web to distend and induce modifying material thereunto while maintaining the original formation.

Cork Insulation. No. 2,022,727. Granted on December 3 to Louis R. Lee, Rohrerstown, Pa., assignor to Armstrong Cork Co., Lancaster, Pa. Application November 9, 1931. Serial No. 573,834.

A moulded cover for pipe fittings comprising a shaped mass having a substantially plane surface provided with a depressed surface portion, adapted to cover a portion of a pipe fitting, said plane surface being engageable with a similar plane of a complementary piece to form a complete insulating cover for said pipe fitting, said mass comprising extended cord particles substantially free from natural resins, said depressed surface portion having a close-grained leathery section and said plane surface having a soft, resilient face form of severed cork granules.

Moisture Resistant Mineral Wool. No. 2,022,750. Granted on December 3 to Edward A. Toohey, Somerville, N. J., assignor to Johns-Manville, New York. Application December 24, 1929. Serial No. 416,282.

A method of preparing heat insulating material from mineral wool produced by blowing molten mineral substances into fibres, which comprises admixing with the blown fibres while still sus-

pended and heated, normally solid, inherently water-repellent material in a finely divided or powdered form.

Heat Insulation. No. 2,023,204. Granted on December 3 to Carl Georg Munters and John Gudbrand, Tandberg, Stockholm, Sweden, said Tandberg assignor to said Munters. Application August 20, 1932. Serial No. 629,741. In Sweden August 21, 1931.

Heat insulation consisting of a low-specific gravity and highly vesiculated mass of polystyrol substantially composed of closed cells.

Refrigerator Car. No. 2,023,406. Granted on December 10, to Loyd E. Cartmill, assignor to Johns-Manville Corporation. Application Nov. 21, 1931. Serial No. 576,515. Description upon request.

Thermal Insulation. No. 2,023,422. Granted on December 10, to Martin C. Huggett, Evanston, Ill., assignor to Research, Inc., Chicago, Ill. Application Sept. 30, 1933. Serial No. 691,696. Divided and this application April 25, 1935. Serial No. 18,265.

Described as a method of making thermal insulation which consists in securing a film of non-metallic mineral material having relatively little or no lustre, including a binder to a supporting base sheet, then subjecting the said film to friction at an elevated temperature and pressure so as to convert the same into a highly polished heat reflective surface whose heat-reflective power approximates that of a relatively efficient heat reflective polished metal.

Thermal Insulation Article. No. 2,023,984. Granted on December 10, to Edward H. Wells, Jr., New York, assignor to Johns-Manville Corporation. Application September 2, 1933. Serial No. 687,960.

A thermal insulating cover adapted for use over a nozzle for conveying hot fluid, comprising a thick main portion of approximately tubular shape adapted to fit over the nozzle, a layer of thermal insulating fibres constituting a filling in the said main portion, a flexible case encasing the fibres, an exterior case that is impermeable to the fluid to be conveyed and means for minimizing shifting of fibres within the case.

Thermal Insulating Article. No. 2,023,985. Granted on December 10 to Earle R. Williams, North Plainfield, N. J. Assignor to Johns-Manville Corporation. Application July 29, 1932. Serial No. 626,000.

A thermal insulating article adapted to withstand occasional inundation, followed by steaming, comprising juxtaposed sheets of water permeable, water resistant insulation and a water permeable wrapping and retaining member that is strong when wet and that includes a wire-reinforced woven asbestos fabric.

Process of Forming Shingles. No. 2,023,990. Granted on December 10 to Edward J. Buczkowski, Ambler, Pa. Assignor to Keasbey & Mattison Co. Application January 21, 1932. Serial No. 587,876. Renewed August 15, 1934.

The process of forming articles comprising depositing a

layer of asbestos cement material upon a travelling carrier, levelling said material down to desired thickness and surface contour, pressing said material with a recessed member adapted to contact at a plurality of separated areas and release air from the pressed material and further pressing and wetting said material to form the final article.

Apparatus for Making a Braided Product. No. 2,025,038. Granted on December 24 to Philip D. Cannon, Philadelphia, Pa. Assignor to Johns-Manville, New York. Application April 20, 1932. Serial No. 606,357.

In an apparatus adapted for use in providing strands of reenforced asbestos yarn with a continuous coating of viscous, impregnating material and then forming the coated strands into a braid, the improvement including a rotatable distributing member means for supplying the impregnating material to the surface of the distributing member and means for rolling the strands individually over the said surface.

Article of Manufacture. No. 2,025,039. Granted on December 24 to Philip D. Cannon, Plainfield, N. J., assignor to Johns-Manville. Application March 23, 1933. Serial No. 662,225.

A friction material adapted for use as automobile brake lining comprising woven strands of wire-reenforced asbestos yarn forming a fabricated article including face and back portions, masses of self-sustaining friction compound inserted as a plurality of pre-formed strips between said face and back portions, binder strands tying the face and back portions together at close intervals between the positions of insertion of the said strips and additional friction compound disposed over the exterior surface of the said fabricated article, the pre-inserted and also the additional friction compound being in the condition of having been forced into the said face and back portions of the article integrally united to each other and hardened in situ.

Article of Manufacture. No. 2,025,052. Granted on December 24 to Freas L. Hess, Somerville, N. J., assignor to Johns-Manville. Application December 10, 1932. Serial No. 646,597.

In making an article adapted for use as friction material the method which comprises braiding reenforced asbestos yarns into a loosely fabricated tube, disposing within the tube a single shaped mass of semiplastic friction binder compound adapted to be hardened, applying a coating of friction compound to the outside of the band, pressing the tube and binder compound into a flat band, and thus uniting the said semiplastic binder and coating and then hardening the binder in situ.

Impregnating Material. No. 2,025,486. Granted on December 24 to Benjamin J. Victor, Oak Park, Ill. Assignor to Victor Mfg. & Gasket Co., Chicago. Application July 18, 1933. Serial No. 680,992.

A method of liquid proofing a gasket including the preliminary partial decomposition of a metallic affected acid salt to a gummy consistency, the dissolving of the resinous residue in a

suitable solvent to a desired degree of viscosity, impregnating the gasket and subsequently evaporating off substantially all of the solvent.

Brake Testing Device. No. 2,025,692. Granted on December 24 to Ardell Packard, Alba, Pa. Assignor of one half to Harold F. French, Troy, Pa. Application September 6, 1933. Serial No. 688,292. Description upon request.

Process of Manufacturing Basic Magnesium Carbonate. No. 2,027,714. Granted on January 14, 1935, to Samuel A. Abrahams, Redwood City, Calif. Assignor to Plant Rubber & Asbestos Works, San Francisco. Application November 24, 1931. Serial No. 577,165.

Process of preparing basic Magnesium Carbonate for insulating material, which comprises adding sodium carbonate and sodium bicarbonate to a magnesium salt solution in amounts suitable for precipitating an initial basic magnesium carbonate precipitate which is transformable to an altered form and then introducing steam into the mixture of liquid and precipitate until the temperature of the mixture is raised to approximately 160-200° F. for transforming the initial precipitate to a relatively light, strongly bonded form having increased volume per unit weight and also having increased bonding properties.

AUTOMOBILE PRODUCTION

Total automobile production in the United States and Canada for January 1936 was 380,554; compared with a total in January 1935 of 303,392.

Production the previous month—December 1935—was 421,579, while December 1934 showed a total of 156,318.

TRADE MARKS

This information is supplied by the National Trade Mark Co., Munsey Bldg., Washington, D. C., who will conduct free of charge an advance search on any trade mark our readers may contemplate adopting.

Pivot. Serial No. 370,211. The Beldam Packing & Rubber Co., Ltd., London, England. Filed October 10, 1935. For engine and machine packings and jointings made of asbestos and/or canvas with rubber and/or metal used for preventing the escape of steam or other fluid or vapor between the working parts and for inserting between stationary joints. Passed on January 7, 1936.

Sanibestos. Serial No. 371,481. United States Rubber Products, Inc., New York City. Filed Nov. 12, 1935. For shoe soles made of rubber and fibre. Passed on January 14, 1936.

Aquanamel. Serial No. 373,284. Continental Asbestos & Refining Co., Inc., New York City. Filed January 2, 1936. For Non-Inflammable and Non-Oleaginous Ready Mixed Paint in Paste Form, capable of being mixed with water and applied to any surface. Passed on February 25, 1936.

Spirotallic. Serial No. 373,829. Johns-Manville Corp., New York City. Filed January 18, 1936. For metal and asbestos gaskets. Passed March 3, 1936.

THIS AND THAT

Specimens of Venezuelan Asbestos showing the enveloping rock, which especially in one of the specimens is of very curious formation, have recently been received. We urge anyone who happens to be in Philadelphia and is interested in asbestos, to stop in our office and examine these specimens.

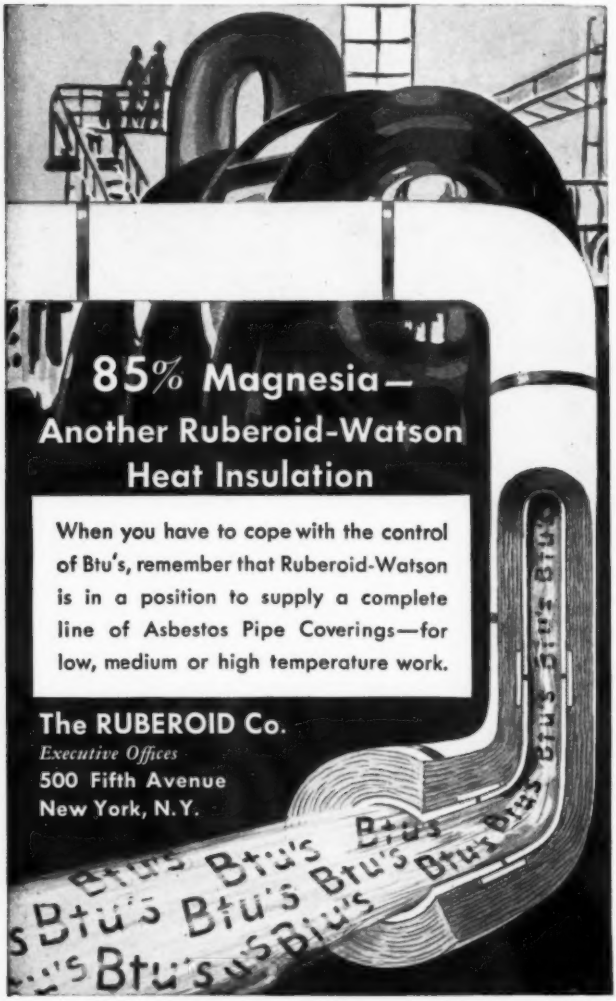
Check up and see whether your sales force, your executives and the heads of your factories are reading "ASBESTOS" regularly. A lot of interesting articles are to be published during the coming year, to say nothing of the current news, statistics and new developments which will be published from month to month. Don't let any of your staff miss these.

As a result of a note published a month or so ago we have received several letters of application from men who appear to be of a very high type of salesman or sales executive. When you require men let us give you a list with their qualifications.

The Asbestos Chapter from the 1935 U. S. Minerals Yearbook, has been published in pamphlet form, this pamphlet consisting of 16 pages and the chapter having been prepared by Oliver Bowles and B. H. Stoddard.

The chapter contains various tables of statistics on the Asbestos Industry up to and including the year 1934, but no figures for 1935.

Copies may be obtained at the price of 5c each by writing the Superintendent of Documents, Washington, D. C.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